

FOR WIRE TRANSMISSION 8:30 A.M. ET, Friday, November 15, 2002

CB02-145

## **MANUFACTURING AND TRADE INVENTORIES AND SALES**

### **September 2002**

**Sales.** The Census Bureau of the Department of Commerce announced today that the combined value of distributive trade sales and manufacturers' shipments (excluding semiconductors) for September, adjusted for seasonal and trading-day differences but not for price changes, were estimated at \$830.3 billion, down 0.5 percent ( $\pm 0.2\%$ ) from August, but were up 4.0 percent ( $\pm 0.3\%$ ) from September 2001.

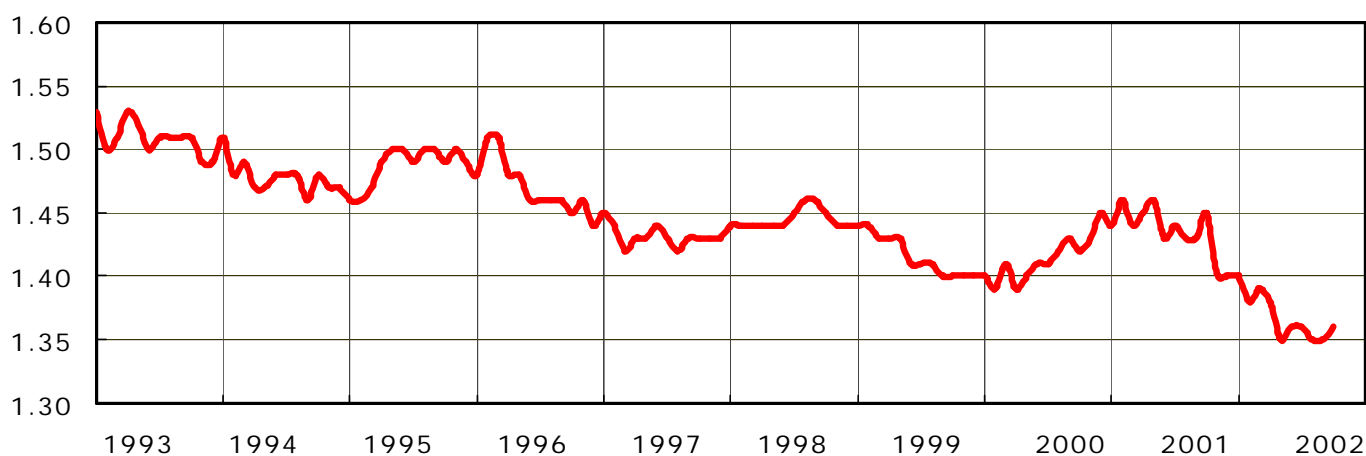
**Inventories.** Manufacturers' and trade inventories (excluding semiconductors) adjusted for seasonal variations but not for price changes, were estimated at an end-of-month level of \$1,130.9 billion, up 0.5 percent ( $\pm 0.1\%$ ) from August, but were down 2.4 percent ( $\pm 0.3\%$ ) from September 2001.

**Inventories/Sales Ratio.** The total business inventories/sales ratio based on seasonally adjusted data at the end of September was 1.36. The September 2001 ratio was 1.45.

The scheduled release dates for 2003 are as follows: January 15, February 14, March 14, April 14, May 15, June 12, July 16, August 13, September 15, October 16, November 17, December 11.

### **Total Business Inventories/Sales Ratios: 1993 to 2002**

(Data adjusted for seasonal, holiday and trading-day differences but not for price changes)



**The Manufacturing and Trade Inventories and Sales Report for October is scheduled for release December 13, 2002 at 8:30 a.m.** Questions concerning this report may be addressed to: Scott Scheleur (301) 763-2713 (Retail), Dan Sansbury (301) 763-4832 (Manufacturing), or Nancy Piesto (301) 763-2747 (Wholesale). Electronic inquiries may be sent to: [retail.trade@census.gov](mailto:retail.trade@census.gov).

The wholesale and manufacturing data in this report also appear in the following monthly Census Bureau publications: Current Industrial Reports (see M3 series for manufacturers data) and Current Business Reports (see BW series for merchant wholesalers). Retail data are available on the Census website at <http://www.census.gov/mrts/www/mrts.html>. September data was released November 4 for Manufacturers and November 7 for merchant wholesalers. The data are also available the day of issue on the Internet- <http://www.census.gov/bussales> - and on Department of Commerce's STAT-USA website; for information, call (202) 482-1986.

**Table 1. Estimated Monthly Sales and Inventories for Manufacturers, Retailers, and Merchant Wholesalers**  
(In millions of dollars)

	Sales			Inventories <sup>1</sup>			Inventories/Sales Ratios		
	Sep. 2002	Aug. 2002	Sep. 2001	Sep. 2002	Aug. 2002	Sep. 2001	Sep. 2002	Aug. 2002	Sep. 2001
	(p)	(r)	(s)	(p)	(r)	(s)			
<b>Adjusted<sup>2</sup></b>									
Total business <sup>3</sup> .....	830,324	834,562	798,394	1,130,907	1,125,024	1,158,218	1.36	1.35	1.45
Manufacturers <sup>3,4</sup> .....	323,410	323,729	313,222	428,760	428,574	452,041	1.33	1.32	1.44
Retailers.....	273,479	277,519	260,006	416,431	412,102	410,411	1.52	1.48	1.58
Merchant wholesalers.....	233,435	233,314	225,166	285,716	284,348	295,766	1.22	1.22	1.31
<b>Not Adjusted</b>									
Total business.....	830,350	861,071	793,163	1,127,977	1,112,942	1,154,626	1.36	1.29	1.46
Manufacturers <sup>3,4</sup> .....	340,644	331,896	330,356	429,273	432,308	452,156	1.26	1.30	1.37
Retailers.....	257,871	290,546	244,987	415,572	400,104	409,761	1.61	1.38	1.67
Merchant wholesalers.....	231,835	238,629	217,820	283,132	280,530	292,709	1.22	1.18	1.34

See footnotes and notes at the end of Table 3.

(p) Preliminary.

(r) Revised.

(s) Adjusted data were revised due to concurrent seasonal adjustment. No revisions were made to Not Adjusted data.

**Table 2. Percent Changes for Sales and Inventories -- Manufacturers, Retailers, and Merchant Wholesalers**

	Adjusted						Not Adjusted					
	Sales			Inventories			Sales			Inventories		
	Sep. 02/ Aug. 02	Aug. 02/ Jul. 02	Sep. 02/ Sep. 01	Sep. 02/ Aug. 02	Aug. 02/ Jul. 02	Sep. 02/ Sep. 01	Sep. 02/ Aug. 02	Aug. 02/ Jul. 02	Sep. 02/ Sep. 01	Sep. 02/ Aug. 02	Aug. 02/ Jul. 02	Sep. 02/ Sep. 01
Total business.....	-0.5	0.1	4.0	0.5	0.1	-2.4	-3.6	6.1	4.7	1.4	0.1	-2.3
Manufacturers.....	-0.1	-0.7	3.3	0.0	0.1	-5.2	2.6	11.5	3.1	-0.7	0.6	-5.1
Retailers.....	-1.5	0.5	5.2	1.1	0.0	1.5	-11.2	4.1	5.3	3.9	0.2	1.4
Merchant wholesalers.....	0.1	0.8	3.7	0.5	0.1	-3.4	-2.8	1.5	6.4	0.9	-0.7	-3.3

**Table 3. Estimated Monthly Retail Sales, Inventories, and Inventories/Sales Ratios, By Kind of Business**  
(In millions of dollars)

NAICS Code	Kind of Business	Sales			Inventories <sup>1</sup>			Percent Change In Inventories			Inventories/Sales Ratios		
		Sep. 2002 (p)	Aug. 2002 (r)	Sep. 2001 (s)	Sep. 2002 (p)	Aug. 2002 (r)	Sep. 2001 (s)	Sep. 02/ Aug. 02	Aug. 02/ Jul. 02	Sep. 02/ Sep. 01	Sep. 02 Aug. 02	Aug. 02 Sep. 01	Sep. 01
	Adjusted <sup>2</sup>												
	Retail trade, total.....	273,479	277,519	260,006	416,431	412,102	410,411	1.1	0.0	1.5	1.52	1.48	1.58
	Total (excl. motor veh. & parts).....	200,330	200,498	191,675	285,214	283,476	282,308	0.6	0.1	1.0	1.42	1.41	1.47
441	Motor vehicle & parts dealers.....	73,149	77,021	68,331	131,217	128,626	128,103	2.0	-0.3	2.4	1.79	1.67	1.87
442,3	Furniture, home furn., elect. & appl. stores..	15,723	15,731	14,616	27,175	26,699	24,538	1.8	0.5	10.7	1.73	1.70	1.68
444	Building materials, garden equip & supplies..	26,476	26,397	24,428	41,212	40,897	40,033	0.8	0.2	2.9	1.56	1.55	1.64
445	Food & beverage stores.....	40,054	40,090	39,742	33,519	33,437	33,551	0.2	0.8	-0.1	0.84	0.83	0.84
448	Clothing & clothing access. stores.....	14,128	14,363	13,549	34,058	33,769	34,459	0.9	0.0	-1.2	2.41	2.35	2.54
452	General merchandise stores.....	38,316	38,370	36,393	64,579	64,443	65,878	0.2	-0.1	-2.0	1.69	1.68	1.81
4521	Dept. strs. (excl. leased depts.).....	18,785	18,914	19,166	39,889	39,804	42,740	0.2	-0.1	-6.7	2.12	2.10	2.23
	Not Adjusted												
	Retail trade, total.....	257,871	290,546	244,987	415,572	400,104	409,761	3.9	0.2	1.4	1.61	1.38	1.67
	Total (excl. motor veh. & parts).....	187,962	205,623	180,575	292,680	281,157	289,753	4.1	1.3	1.0	1.56	1.37	1.61
441	Motor vehicle & parts dealers.....	69,909	84,923	64,412	122,892	118,947	120,008	3.3	-2.3	2.4	1.76	1.40	1.86
442,3	Furniture, home furn., elect. & appl. stores..	14,619	16,049	13,654	27,311	25,951	24,710	5.2	0.2	10.5	1.87	1.62	1.81
444	Building materials, garden equip & supplies..	25,757	27,490	23,443	40,388	40,161	39,232	0.6	-0.6	2.9	1.57	1.46	1.67
445	Food & beverage stores.....	38,436	41,364	38,687	33,411	32,640	33,424	2.4	0.7	0.0	0.87	0.79	0.86
448	Clothing & clothing access. stores.....	12,619	15,206	12,229	36,510	34,681	36,871	5.3	2.5	-1.0	2.89	2.28	3.03
452	General merchandise stores.....	33,898	38,350	32,641	68,809	63,754	70,103	7.9	2.9	-1.8	2.03	1.66	2.15
4521	Dept. strs. (excl. leased depts.).....	16,229	18,757	16,824	42,761	39,287	45,646	8.8	3.2	-6.3	2.63	2.09	2.71

(p) Preliminary (r) Revised (s) Adjusted data were revised due to concurrent seasonal adjustment. No revisions were made to Not Adjusted data.

<sup>1</sup> Inventories are on a non-LIFO basis as of the end of the month.

<sup>2</sup> Adjusted for seasonal variations and, in the case of sales, for trading-day differences and holiday variations. Concurrent seasonal adjustment is being used to adjust all sales, shipment and inventory estimates. Concurrent seasonal adjustment uses all available unadjusted estimates as input to the X-12-ARIMA program. The factors derived from the program are applied to the current and previous month estimates and for retail and wholesale estimates a year ago as well. For retail sales, concurrent seasonal adjustment is also used to adjust the advance estimates (published one month before the preliminary estimates) and the estimates one year before the advance month. This explains the revision to retail estimates from a year ago.

<sup>3</sup> Total business and manufacturers estimates exclude semiconductor manufacturers. The number of semiconductor manufacturers choosing not to participate in the voluntary manufacturing monthly survey has risen to a level such that the Census Bureau can no longer produce monthly estimates of semiconductor data.

<sup>4</sup> Manufacturers sales refer to the value of shipments by manufacturers. The shipments data from individual manufacturers are adjusted prior to tabulation for the number of trading days as well as for any variations in the length of the reporting period.

Note: U.S. and group totals include kinds of business not shown. The Manufacturing and Trade Inventory and Sales estimates are based on data from three surveys: the Monthly Retail Trade Survey, the Monthly Wholesale Trade Survey, and the Manufacturers' Shipments, Inventories, and Orders Survey. The sampling variability for retailers and merchant wholesalers can be used to construct a 90 percent confidence interval for the estimates. Over all possible samples, 90 percent of such intervals will cover the true estimate. These intervals are given in parentheses for the estimates on the front page. If, for example, the estimate is up 0.8 percent and the margin of sampling error is  $\pm 1.2$  percent, the 90 percent confidence interval is -0.4 percent to +2.0 percent. If the range contains 0, it is uncertain whether there was an increase or decrease. Measures of reliability for Retail and Wholesale sales and inventory levels and changes are included in the detailed monthly press releases for those Industries. Manufacturers do not contribute to estimates of sampling variability because the manufacturer's mail panel is not a probability sample from a known frame and standard errors of the industry estimates cannot be calculated. Estimates from all three surveys are also subject to nonsampling errors, which can arise in any stage of the survey. Such errors include coverage error (failure to accurately represent all population units in the sample) response errors, coding errors, and nonresponse. Although no direct measurement of these errors has been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data to minimize their influence.